# LICENSEE

News & Updates from the Virginia Department of Alcoholic Beverage Control, Summer 2013, Issue 19.2

## From Distiller to Licensee

IT'S NOT A SHORT OR EASY TRIP.

Last year ABC received 4,245,401 cases of 2,773 different kinds of distilled spirits from all over the world. It shipped 4,167,156 of those cases to its stores; 16,271 licensed retail establishments bought a significant number of those distilled spirits for their customers. That's a long road for a bottle to travel. So we thought it would be interesting (and maybe even fun!) to take a look at that trip, from distiller to licensee. Here is the story of one bottle's trip. . . .

#### Circular Letters Enclosed

Page 3: Prices charged to wholesale distributors by wineries and breweries. Page 7: Wholesaler participation in retail-sponsored wine dinners. It was a hot and sunny late-spring morning and standing just outside Chesapeake Bay Distillery's modest operation in a Virginia Beach industrial park, the "spirit of the Blue Ridge" seemed a remote notion. But inside the immaculate, garage-sized warehouse where Chris Richeson produces his Spirits of the Blue Ridge Vodka, the crystal-clear waters from the eponymous mountain range were simmering away and doing their part to infuse Richeson's top seller with a unique taste.

"We get our water from the Blue Ridge," says Richeson. "Good, healthy spring water ... it's all about the water. That's the key for us." Water and purity. Richeson is admittedly obsessed with both. It's important to protect the purity of the process, he says. "I'm obsessed in a good way." And in fact, as he's describing his distilling

process, it becomes clear that he's not exaggerating. Terms like reverse osmosis filtration and pharmaceutical-grade carbon granules pepper his animated tour around the gleaming stainless steel tanks that dominate the laboratory-clean distillery.

"It's been a learning process," says Richeson, who's been a distiller for about five years now. "My early batches were gold medal quality but still not as clean as what I'm producing now." Richeson strives for a smooth, silky vodka with a "distinct nose"—absent of any alcohol taste or burn.

He produces about 20,000 bottles of the Spirits of the Blue Ridge Vodka each year. The frosted, 750 milliliter bottles are packed into cases and shipped to Richmond where they find their place in the

(continued on page 4)







While many associate potatoes with the production of vodka, it can be made from anything that has sugar and yeast. Chris Richeson uses cracked corn to make Spirits of the Blue Ridge Vodka at his Virginia Beach distillery. Using water brought in from Virginia's Blue Ridge Mountains, he boils the corn to kill off impurities and creates a mash with active enzymes that break down the corn starches to create fermentable sugars. Purity is paramount to Richeson's distilling process. He uses pharmaceutical-grade carbon and is obsessive about maintaining a pristine, laboratory-clean distillery. Chris distills and bottles his vodka, which is delivered to ABC's warehouse in Richmond by Nick Skliris of the Ashland-based DS Trading Co.





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Virginia ABC is one of 12 state law enforcement agencies under the office of public safety.



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## ENFORCEMENT MESSAGE



PROVIDING ENFORCEMENT of Virginia's alcohol laws for a commonwealth that encompasses 42,700 square miles and is home to eight million citizens and 16,000 licensed ABC establishments is big responsibility.

Our Bureau of Law Enforcement recognizes the importance of our special agents being available to licensees. In response to a shift in licensee numbers throughout the commonwealth, we've redrawn the boundaries of our eight regional enforcement regions. Half of the regions—Region 2 (Lynchburg), Region 4 (Alexandria), Region 7 (Hampton) and Region 8 (Chesapeake)—remained the same.

We made significant modifications in other areas: Region 1 (Roanoke) absorbed Region 5 (Abingdon). Region 6 (Richmond) was divided north of Powhatan, Henrico and New Kent counties to create a new Region 5 serving the Fredericksburg area. Region 3

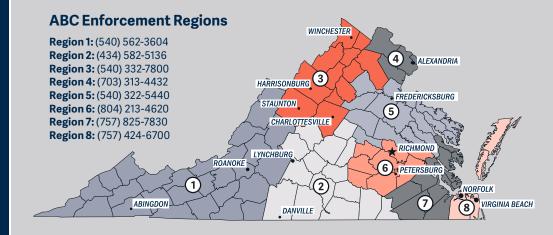
(Staunton) ceded Orange and Culpeper counties to the new Region 5 (Fredericksburg). Region 5 (Fredericksburg) includes the counties of Caroline, Culpeper, Goochland, Hanover, King & Queen, King George, King William, Lancaster, Louisa, Northumberland, Orange, Richmond, Spotsylvania, Stafford, Westmorland and the city of Fredericksburg. Region 6 (Richmond) encompasses the counties of Amelia, Charles City, Chesterfield, Dinwiddie, Henrico, New Kent, Nottoway, Powhatan, Prince George and the cities of Colonial Heights, Hopewell, Petersburg and Richmond.

Two satellite offices remain—one in Charlottesville within Region 3 (Staunton) and the second in Abingdon servicing southwest Virginia within Region 1 (Roanoke).

A map reflecting these changes is provided below and on ABC's website. If questions arise, feel free to contact your regional enforcement office.

It is our desire to provide timely and efficient service to our licensees. Let us know how we're doing.

— Director Shawn Walker, ABC Bureau of Law Enforcement



#### **ABC'S Newest Stores**

Store 094 (Ashburn) Store 204 (Cumberland) Store 042 (Mount Vernon) Store 375 (Tackett's Mill)

For a complete listing of all ABC stores, visit www.abc.virginia.gov and click "ABC Store Locator."

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ABC Crimeline: (866) 437-3155



## COMMONWEALTH of VIRGINIA

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**Department of Alcoholic Beverage Control** 

CHIEF OPERATING OFFICER/ SECRETARY TO THE BOARD W. CURTIS COLEBURN, III

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#### **CIRCULAR LETTER 13-01**

Wineries, Breweries and Wholesalers of Alcoholic Beverages TO:

Prices Charged to Wholesale Distributors by Wineries and Breweries SUBJECT:

PURPOSE: The purpose of this circular letter is to remind and clarify the provisions contained in section 3 VAC 5-70-150 prohibiting price discrimination among wholesale distributors by wineries and breweries.

BACKGROUND: In response to requests from manufacturers and wholesalers of wine and beer, the Board provides the following guidance on the provisions of 3 VAC 5-70-150 as it pertains to the pricing of wine and beer by manufacturers to wholesalers in the commonwealth.

HELD: Wineries and breweries are prohibited from charging wholesale distributors in this commonwealth a different price for the same products and packages. There are two limited exceptions permitted by regulation by which a winery or brewery may charge wholesale distributors different prices for the same product and package, which are: (1) the difference in the price charged is due to a bona fide difference in the cost of sale or delivery of the product and (2) a lower price is charged to meet an equally low price charged by a competing winery, brewery or wholesaler on a brand and package of like grade and quality. When there is a different price charged wholesalers for the same products and packages, the wineries and breweries must maintain documentation to substantiate that the difference charged was due to the cost of sale, delivery or to meet a competitor's lower price. Such documentation shall be supplied to the Board or its special agents upon request. In summary, wineries and breweries must establish a uniform price (fob) for all products and packages shipped to their wholesale distributors and any deviation in prices charged

among its wholesalers must be related to the exceptions stated above.

The Board has determined that wineries and breweries may rely on wholesalers' pricing letters to retailers as bona fide evidence in determining if a competing winery or brewery has lowered its prices to a wholesaler(s). If warranted, such pricing letters would be justification for a winery or brewery to lower its price to a wholesaler on similar products and packages to meet the lower price charged by the competing winery or brewery. These price reductions can only remain in effect during the period that the competing winery or brewery charges a lower price.

We were also asked to address the issue of "Suggested Price to Retail" for products established by wineries and breweries and what influence or mechanisms could be used to have wholesalers adhere to the suggested price. Wineries and breweries are prohibited by section 3 VAC 5-70-150 A of the Board's regulations and sections 4.1-411 and 4.1-510 of the Code of Virginia from establishing or attempting to establish a price by any means at which a wholesale licensee shall sell any alcoholic beverage.

INQUIRIES: Should you have any questions regarding the information contained in this circular letter, please contact a member of our Compliance Unit at compliance@abc.virginia.gov. You can find a listing of the members of the Compliance Unit on our website at www.abc.virginia.gov > Law Enforcement > Manufacturers/Wholesalers.

W. Curtis Coleburn III Chief Operating Officer/Secretary to the Board

## RSVP & MART

#### **Register Today for ABC Licensee Training!**

View the full schedule and register today at www.abc.virginia.gov. RSVP is offered for sellers and servers at Virginia's licensed establishments, and MART for managers and owners. All sessions are taught by ABC special agents.

#### South Hill (RSVP)

Tuesday, September 3, 9 a.m.-12 p.m.

#### Staunton (RSVP)

Tuesday, September 10, 1 a.m.-2 p.m.

#### Wytheville (RSVP)

Thursday, September 12, 9 a.m.-12 p.m.

#### Danville (RSVP)

Wednesday, September 18, 10 a.m.-1 p.m.

#### Chesapeake (RSVP)

Wednesday, September 18, two sessions: 9 a.m.-12 p.m. & 1-4 p.m.

#### Richmond (RSVP)

Wednesday, September 18, 1 p.m.-4 p.m.

#### Fredericksburg (RSVP)

Thursday, September 19, 10 a.m.-1 p.m.

#### Alexandria (RSVP)

Wednesday, September 25, two sessions:

9 a.m.-12 p.m. & 1-4 p.m.

#### **Hampton (RSVP)**

Wednesday, September 25, 9 a.m.-12 p.m.

#### South Hill (MART)

Tuesday, October 1, 10 a.m.-4 p.m.

#### Lynchburg (MART)

Thursday, October 3, 10 a.m.-4 p.m.

#### Roanoke (MART)

Thursday, October 10, 9 a.m.-3 p.m.

#### Chesapeake (MART)

Wednesday, October 16, 9 a.m.-3 p.m.

#### Fredericksburg (MART)

Thursday, October 17, 9 a.m.-3 p.m.

#### Staunton (MART)

Tuesday, October 22, 11 a.m.-5 p.m.

#### **Hampton (MART)**

Wednesday, October 23, 9 a.m.-3 p.m.

#### **Richmond (MART)**

Wednesday, October 23, 10 a.m.-4 p.m.

#### Alexandria (MART)

Wednesday, October 30, 10 a.m.-4 p.m.

#### Craft Distilleries (continued from page 1)

292,285 square-foot warehouse at ABC's Central Office.

#### The Warehouse

The warehouse operates under a bailment system. Inventory remains the property of vendors until it is scanned and readied for shipment to the stores, at which point it becomes the property of the commonwealth until it is sold to our customers. The bottles of Spirits of the Blue Ridge Vodka may have made it to the ABC warehouse by the end of May, but they are still the property of Chesapeake Bay Distillery until a store order comes through.

They bide their time on shelf SH3A59. The bottles of Spirits of the Blue Ridge Vodka come in a smaller shipment—less than a full palette—and as such go directly to shelves where they wait with other smaller shipments to be selected or "picked" by warehouse employees for store delivery. In the summer, while the warehouse is not air conditioned, ventilator fans are turned on from 10 p.m. to 6:30 a.m. to take in the cooler night air.

The warehouse has an average inventory of \$45 million worth of distilled spirits, Virginia wine and nonalcoholic mixers during the peak season (October 1-January 1). The warehouse processes orders for an average of 60-65 stores daily using an automation system installed in 2006, which allows employees to process up to 20,000 cases in an eight-hour shift. The automation system has taken some of the labor out of the process, and warehouse

employees no longer have to manually pick and sort cases of product. A computerized system feeds information to a complex web of conveyor belts equipped with scanners to sort cases for shipping.

"We try to keep as many like kinds of product in one location as possible," explained Warehouse Manager Brian Spearman. "And top sellers representing 30 percent of sales are kept in close proximity with ready access for retrieval."

#### The Store and Beyond

ABC Store 101 at 3100-A Broad St. in Richmond has just five bottles of Spirits of the Blue Ridge Vodka left in inventory when it gets a call from The Camel restaurant. Colin King, a bartender at the restaurant, located just a few miles east of the store at 1621 W. Broad St., is a fan of the vodka, and it's time to restock the bar. He places his order for a case.

"I recommend [Spirits of the] Blue Ridge whenever I can," said King. "The trend in most vodkas is to get it to taste like nothing, but [Spirits of the] Blue Ridge is handcrafted and has a great palate. They don't take all of the taste out, and it makes a much better cocktail."

Prompted by the licensee request, Store 101 notifies Debbie Healy, its store stocker at ABC's Central Office. Because Spirits of the Blue Ridge Vodka is a standard item, not a special order, the request will be included in the store's regular Monday

(continued on next page)







Cases of Spirits of the Blue Ridge Vodka arrive at the 292,285 square-foot ABC warehouse and are assigned a number (038015) and a spot on a shelf (SH3A59). The shelves are reserved for product deliveries shy of a full palette. The warehouse operates under a bailment system. Its inventory remains the property of the vendors until it is scanned and readied for shipment to the stores, at which point it becomes the property of the commonwealth until it is sold to ABC customers. ABC Store 101 (Richmond) has only five bottles of Spirits of the Blue Ridge left when an order for a case comes in from The Camel, a restaurant just a few blocks away.

## ENFORCEMENT HIGHLIGHTS

#### AgentsParticipate in **National Police Week**

National Police Week was May 12-18. On May 13, Assistant Special Agent in Charge Matthew Halphen (Southwest) and Special Agent Anthony Jimenez (Richmond) participated in the "Bike for Blue" ride from Richmond to Washington, D.C. The bicycle ride encompasses 117 miles. Additional special agents from the Southwest and Richmond regions and the ABC Compliance Unit participated in other memorial functions such as the 25th Annual Candlelight Vigil.

#### **Preventing Fake IDs** in Charlottesville

Between March and May, in response to an increase in the numbers of fake IDs in the Charlottesville area, local special agents developed and offered additional training about fake IDs. These training sessions were offered free of charge to licensees, local police departments, fraternities, sororities, and college faculty and staff in the area. A total of 556 people attended. As a result of these training sessions and other efforts, licensees are now reporting a decrease in the number of fake IDs they are encountering.

#### Arrests at Spotsylvania Concert

In May, special agents conducted an observation at the Billy Currington concert at "Celebrate Virginia Live" in Spotsylvania County, where multiple arrests were made for possession of alcohol by underage person (total: 7), aiding/ abetting underage possession (total: 1), obstruction of justice (total: 1) and possession of a fake ID (total: 1).

#### **Warning on Street Gangs in Richmond**

Richmond special agents have noticed an increase in street gangs on licensed establishments in the metropolitan area. The region is taking a preventative measure by notifying licensed establishments that permitting street gangs which have an identifiable name, sign or symbol to gather on the licensee's premises may possibly lead to an ABC violation against the licensee.

#### **Snake Wine Sales in Falls Church**

In March, Alexandria special agents served a search warrant at a nonlicensed herbal store in Falls Church that offered for sale bottles of liquid

containing a snake and scorpion. One agent, who had previously purchased a product known as "snake wine," had arranged for the store to obtain and sell to him 50 more bottles of the product. Dozens of containers of alcohol were seized, including beer, wine and distilled spirits having a value of about \$3,000. Tests by the Alcohol and Tobacco Tax and Trade Bureau (TTB) determined the contents to be distilled spirits imported from Vietnam. Agents obtained arrest warrants, and two individuals were charged with possessing, keeping, shipping or transporting alcoholic beverages upon which the tax imposed by the laws of the United States had not been paid and selling alcoholic beverages without being licensed to do so.

#### **Happy Hour Advertising** Initiative in Roanoke

This spring, the Roanoke Regional Enforcement Office teamed with the Roanoke Prevention Alliance (RPA) on an initiative to help reduce alcohol-related motor vehicle crashes in Roanoke. The alliance is a coalition of citizens, parents and professionals working to promote the healthy development of youth and young adults. The initiative consists of many methods aimed at reducing crashes, one of which

deals with happy hour advertising. The alliance is encouraging licensed establishments to comply with regulations by not advertising happy hour drink specials in the media and online. RPA volunteers will monitor restaurant websites and social media pages and report any potential advertising violations to the ABC Bureau of Law Enforcement. The bureau is excited about the opportunity to play a part in the effort to reduce drinking and driving and its potential fatal consequences.

#### **Arrests at Virginia Beach Concert**

In May Chesapeake special agents worked the Lunatic Luau Concert in Virginia Beach, where multiple arrests were made for drunk in public (total: 2), underage possession of alcohol (total: 4) and possession of marijuana (total: 1).

#### **Alcoholic Energy Drinks**

In April, the Eastern Virginia Medical School hosted a health expo at Old Dominion University's Webb Center. Special Agent Robert Simmons manned a display on alcoholic energy drinks. Approximately 350 people attended, along with various health and wellness agencies.







Store Manager Larry Parker adds the vodka to his order list, which is submitted to store stocker Debbie Healey at ABC's Central Office. Monday orders from Store 101 will be delivered on the next Friday. With the order entered into ABC's Merchandise Inventory Processing System (MIPS) and transmitted to the warehouse management system, the delivery—from shelf to truck—will be completed automatically using just the product's identification code and order information. The warehouse prepares weekly deliveries for between 280-300 of ABC's 340 stores. Notified by Store 101 of the Friday delivery of a fresh case of Spirits of the Blue Ridge, The Camel can restock the bar with the vodka-of-choice for bartender Colin King

#### Craft Distilleries (continued from page 4)

morning order, which is entered into ABC's Merchandise Inventory Processing System (MIPS) and translated by the warehouse logistics team into the warehouse management system. This prompts a "pick" for a case of the vodka from its place on shelf SH3A59 to the maze of conveyor belts en route to a waiting truck. ABC Store 101 gets a delivery every Friday.

"We service about 100 licensees," explained Marcus Fontanez, lead sales associate at Store 101. "The Camel is one of those who gets the Spirits of the Blue Ridge Vodka."

Notified that their order is ready for pickup, King retrieves his fresh supply and is ready to shake or stir more Spirits of the Blue Ridge Vodka martinis.

We carry about seven different kinds of vodka, and in my opinion this is one of the best," said King.

## Approval Required for All Beer Sold in Virginia

MEMBERS OF THE Bureau of Law Enforcement's Compliance Unit are finding that many breweries are not obtaining approval for their products from ABC Tax Management prior to making them available for sale. It is believed that many breweries are under the mistaken impression that if the beer they manufacture is only offered for sale in the commonwealth, including sales only made at the brewery site, it is not necessary to obtain product approval from the Board. Board Regulation 3 VAC 5-40-50 requires that all beer sold in the commonwealth must be first approved by the Board as to content, container and label.

ABC understands that because breweries are not required to obtain federal label approval for products which are sold only in Virginia, there may not be an actual label to submit to Tax Management for approval. To facilitate the approval process for those beers for which there is no federally approved label, Tax Management staff can provide an example that can be used by brewery licensees on which they would insert the brand, style and container size. Breweries may also develop their own label as long as it has the following required information: government warning, brand name, style, percentage of alcohol by volume, size of container, and statement that the product will not be sold outside of Virginia (this may be included on the label or a statement to this fact may be sent to Tax Management). This information, along with the \$30 registration fee, should be submitted to Tax Management for each style of beer sold in Virginia. Once approved, a five-digit numeric code will be assigned to each product. This code is required to be used on all purchase orders and distributors invoices by breweries and wholesale licensees.

Brewery licensees are reminded that the sale of unapproved beer may result in disciplinary action, which could result in the suspension of the license or imposition of a civil penalty.

Questions regarding the approval process for beer should be directed to Tax Management at (804) 213-4497/4560 or productapproval@abc.virginia.gov. ■

### **NEW PRODUCTS IN ABC STORES**

NAME OF PRODUCT	SIZE	PRODUCT CODE
NAMEOFFRODUCT	SIZE	PRODUCTCODE
Bourbon / Whiskey	750 1	004000
Barenjager Honey And Bourbon	750 ml	064363
Bird Dog Hot Cinnamon	750 ml	027426
Cabin Fever Copper Fox Rye Whiskey	750 ml 750 ml	010582 952506
Henry McKenna Single Barrel	750 ml	018656
Rogue Dead Guy Whiskey	750 ml	027542
Russell's Reserve Single Barrel	750 ml	022178
Cocktails The Club Can Vodka Martini	200 ml	060097
Twisted Shotz B-52	100 ml	067036
Twisted Shotz Buttery Nipple	100 ml	067037
Twisted Shotz Chocolate Whipped	100 ml	067077
Twisted Shotz Miami Vice	100 ml	067042
Twisted Shotz Sex On The Beach	100 ml	067075
Cordials		
Fernet Branca	750 ml	064976
Ilchiko Shochu	750 ml	065178
Mixers		
Blue Crab Bay Jalapeno Margarita Mixer	740 ml	997360
Rum		
Blue Chair Bay Coconut Rum	750 ml	042242
Cruzan Key Lime	750 ml	044561
Cruzan Passion Fruit	750 ml	044565
Lady Bligh Spiced Rum	1.75 L	044658
Malibu Sundae Malibu Swirl	750 ml 750 ml	042299 042214
Maildu Swifi	/50 IIII	042214
Schnapps		
99 Cinnamon	750 ml	084153
Scotch Whisky		
Johnnie Walker Double Black	750 ml	005318
Johnnie Walker Platinum	750 ml	005319
Irish Whiskey		
Irishman Original Clan Irish Whiskey	750 ml	015617
The Knot Liqueur	750 ml	015886
Tequila Avion Tequila Anejo	750 ml	089029
El Mayor Resposado Tequila	750 ml	089182
Vodka	750	000700
Absolut Cilantro	750 ml	033789
Absolut Tune	750 ml	066004
Burnett's Blackberry Vodka	1.75 L	040353
Burnett's Tropical Fruit Vodka	1.75 L	040365
Ciroc Amaretto Ciroc Amaretto	375 ml	064725
New Amsterdam Citron Vodka	750 ml 750 ml	064727
New Amsterdam Coconut Vodka	750 mi 750 ml	040297 040289
Skyy Infusions Moscato Grape	750 mi 750 ml	040289
Skyy Infusions Wild Strawberry	750 ml	040465
Svedka Orange Cream Pop Vodka	750 ml	033822
Svedka Strawberry Colada Vodka	750 ml	033827
Three Olives Tartz Flavored Vodka	750 ml	033773

This list includes new products approved for ABC stores in July 2013.



## COMMONWEALTH of VIRGINIA

COMMISSIONERS J. NEAL INSLEY, CHAIRMAN SANDRA C. CANADA

**Department of Alcoholic Beverage Control** 

CHIEF OPERATING OFFICER/ SECRETARY TO THE BOARD W. CURTIS COLEBURN, III

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#### CIRCULAR LETTER 13-02

TO:

Wholesale and Retail Licensees

SUBJECT:

Wholesaler Participation in Retail-Sponsored Wine Dinners

PURPOSE: The purpose of this circular letter is to give notification and provide an explanation as to why wholesale wine and beer licensees or their representatives are not permitted to participate in tasting events (wine dinners) conducted by retail licensees.

BACKGROUND: At a recent meeting attended by wine and beer wholesale licensees, the question was addressed to members of the Bureau's Compliance Unit concerning the legality of wholesale licensees participating in wine dinners sponsored by retail licensees. Those in attendance at this meeting were advised that wholesale licensees or their employees were not permitted to participate in these types of events. Since this meeting, the Bureau of Law Enforcement has received numerous phone calls inquiring as to the reason for not allowing wholesalers to participate in retail-sponsored wine dinners.

HELD: Section 4.1-216 C of the Code of Virginia states in part: "Subject to such exceptions as may be provided by statute or Board regulations, no manufacture bottler, broker or wholesaler

of alcoholic beverages whether licensed in this Commonwealth or not, shall rent, lend, buy for or give to any retail licensee . . . any money, equipment, furniture, fixtures or property, services or anything of value with which the business of the licensee may be conducted or for any other purpose. . . . " The only exception regarding tasting events is found in section 4.1-209 C of the Code of Virginia, which provides that farm wineries, wineries and breweries may participate in tasting events held by retail licensees. There are no exceptions found in either the Code of Virginia or Board regulations that would allow wholesale licensees to participate in tasting events conducted by retail on-premise licensees (wine dinners).

INQUIRIES: Should you have any questions regarding the information contained in this circular letter, please contact a member of our Compliance Unit at compliance@abc.virginia.gov. You can find a listing of the members of the Compliance Unit on our website at www.abc.virginia.gov > Law Enforcement > Manufacturers/Wholesalers.

W. Curtis Coleburn III Chief Operating Officer/Secretary to the Board



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#### **NEW PRODUCT HIGHLIGHTS**

## **Blue Chair Bay Coconut Rum**

Size: 750mL | Proof: 53 | Code #: 042242

Blue Chair Bay Coconut Rum is the coconut-flavored offering from Kenny Chesney's new Blue Chair Bay line of rums. Blue Chair Bay is a nod to one of Chesney's most popular songs "Old Blue Chair." This rum is a genuine, beach rum inspired by the spirit of the islands.

## **Copper Fox Rye Whiskey**

Size: 750mL | Proof: 90 | Code #: 027043

Distilled and bottled in Sperryville, Va., Copper Fox Rye Whiskey is a unique handcrafted rye that won gold medal honors at the Beverage Testing Institute's 2013 International Review of Spirits. It is made from two-thirds Virginia rye and one-third Virginia Thoroughbred handmalted barley, which is kiln dried with apple wood and cherry wood smoke. Further sophistication is imparted during aging, when the whiskey is stored inside used bourbon barrels with apple wood and oak chips.



